

**FLATHEAD COUNTY FAIR COMMISSION**  
**Special Meeting**  
**Meeting minutes from August 3, 2017**

The special meeting of the Fair Commission on August 3, 2017 meeting was called to order by Sam Nunnally at 6:30 pm in the 4H Building at the Flathead County Fairgrounds.

**Roll call of members:** Sam Nunnally, Mark Carlson, Butch Woolard, Doug Wise, and Wes McAlpin were present. Liaison member Pam Holmquist was also in attendance.

**Staff present:** Mark Campbell and Deputy County Attorney David Randall.

**Guests present:** none.

**Agenda approval:** Wes McAlpin moved to approve the agenda as presented. Doug Wise seconded the motion. All members were in favor.

**Public Comment:** Sam called for public comment. No public comment was heard.

**Sponsorship Agreement:** Sam asked the board members to read through the provided set of e-mails and information provided about the proposed agreement. Sam asked for comment. Mark Campbell was asked for an overview of the agreement and discussions to-date. He provided details including development of the different versions and communications of the agreement being considered. Three options at this point in the negotiations were described and discussed. Doug asked if there were other examples of long-term sponsorships the Fair has, or had. Toyota is similar in size and scope but is on an annual agreement format. Pam is very supportive of Whitefish Credit Union but not comfortable with the 10-year length of proposed agreement due to change of people, costs, and focus. Discussions on timing, contract structure, and value elements was held. Clarification on recent and late changes was provided. David Randall shares the same concerns on length of contract. Pam prefers the board to proceed with option 3 which provides a short term extension through the fair until this can all be resolved.

Sam shared his research about national sponsor average term agreements. In 2014 was 11.1 years and in 2015 was 13 years with direction headed to 20 years. Businesses are wanting a long-term presence as sponsor agreements are different. Butch asked if this doesn't happen, where does this leave us financially? It would be a gap that we would have to fill.


David was asked what the elements of 10-year contract are or would need to be. He explained contingencies, increased costs, current standards, maintenance of materials, and other details that would need to be researched.

Butch moved to submit an extension of the current agreement until November 15<sup>th</sup>, seconded by Mark Carlson. Butch, Mark, and Wes were in favor. Doug and Sam opposed.

No further new business was presented.

**Adjournment:** Wes moved to adjourn the meeting at 8:18 pm, seconded by Doug. All were in favor.

Submitted by: mc  
Approved as submitted:

  
Chair

9-14-17  
Date